

## Message Text

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PAGE 01 STATE 090475  
ORIGIN NEA-10

INFO OCT-01 ISO-00 EB-08 COME-00 TRSE-00 CIAE-00  
INR-10 NSAE-00 /029 R

DRAFTED BY NEA:SSOBER:BDF

APPROVED BY NEA:SSOBER

NEA/IRN:MJOHNSON

-----060979 081928Z /65

R 080032Z APR 78

FM SECSTATE WASHDC

TO AMEMBASSY TEHRAN

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E.O. 11652: N/A

TAGS: ETRD, IR, US

SUBJECT: FORD MOTOR COMPANY INTEREST IN IRANIAN PROJECT

WAYNE FREDERICKS OF FORD INFORMED SOBER THAT IACOCCA, ED WILLIAMS AND FREDERICKS HAD A POSITIVE MEETING WITH HUSHANG ANSARY IN NEW YORK ON APRIL 4. ANSARY TOLD THEM THAT NIOC IS SEEKING TO DIVERSIFY ITS INTERESTS AND IS LOOKING AT POSSIBILITY OF EXPANDING AUTOMOTIVE INDUSTRY. IN THAT EVENT, IT COULD TAKE SUBSTANTIAL PART OF 50 PERCENT EQUITY HOLDING WHICH FORD FORESEES FOR GOI; FORD AND IRAN NATIONAL WOULD SPLIT THE REMAINDER. WILLIAMS AND FREDERICKS EXPECT TO ARRIVE IN TEHRAN ABOUT APRIL 15 FOR FURTHER TALKS. THEY SAY THAT VOLKSWAGEN IS STILL IN THE COMPETITION FOR THIS PROJECT, BUT ARE HOPEFUL THAT FORD WILL PREVAIL. (THEY CONSIDER THAT "GOOD WORDS" PUT IN BY USG REPS HAVE BEEN OF SUBSTANTIAL IMPORTANCE.) IF TALKS CONTINUE TO PROCEED POSITIVELY, THEY ANTICIPATE THAT FINAL DECISION ON FORD PARTICIPATION COULD COME 5-6 MONTHS

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HENCE. VANCE

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** AUTOMOTIVE INDUSTRY, PROGRAMS (PROJECTS)  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 08 apr 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978STATE090475  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** SSOBER:BDF  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780152-1121  
**Format:** TEL  
**From:** STATE  
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**Image Path:**  
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**Legacy Key:** link1978/newtext/t19780477/aaaacnux.tel  
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**Litigation History:**  
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**Office:** ORIGIN NEA  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
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**Previous Classification:** LIMITED OFFICIAL USE  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3029616  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** FORD MOTOR COMPANY INTEREST IN IRANIAN PROJECT WAYNE FREDERICKS OF FORD INFORMED SOBER THAT IACOCCA, ED WILLIAMS AND FREDERICKS HAD A POSITIVE MEETING  
**TAGS:** ETRD, IR, US, FORD MOTOR COMPANY  
**To:** TEHRAN  
**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
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